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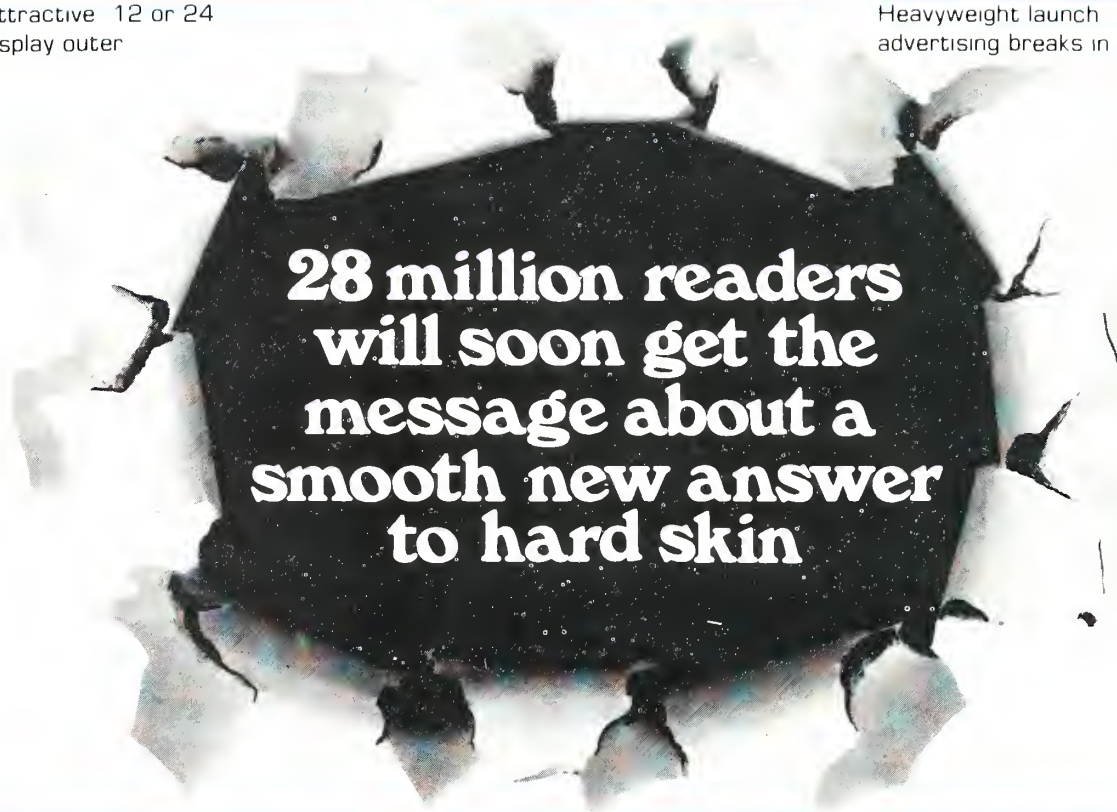
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3 February 1979

## Less than perfect

The Respect for Medicines campaign starts next Monday and will be launched at Press conference by the chairman of the Medicines Commission, Professor Sir John Butterfield. But unfortunately it looks as though the launch has fallen victim to the lorry drivers' dispute.

None of the pharmacists contacted in a "straw poll" by *C&D* on Tuesday had received campaign material they had ordered from the Health Education Council—although most appeared to have responded promptly and sent in the cards two or three weeks ago. Most had received the samples sent out by the Pharmaceutical Society, but reaction to the material was mixed. All the pharmacists were favourably impressed by the showcard produced by the Society, but many disliked the HEC material with its "little men." Indeed, one Cheshire pharmacist cited this dislike as his reason for not ordering any campaign material at all. He said he had the Society's showcard prominently displayed but thought the stickers and leaflets were "not conducive to a professional image."

A spokesman for Boots told *C&D* the company had intended to support the campaign by distributing the material from head office, but they had been reduced to asking individual branch managers to order direct from the HEC due to the delivery difficulties. This doesn't seem to have solved the problem, however.

Even more disturbing is *C&D*'s discovery that some pharmacists are still unaware of the campaign! They had not received the samples from the Society and a quick explanation over the 'phone did not seem the most appropriate method of spreading the news! In Scotland participation is out of the question because the Scottish Health Education Council declined to take part, and in Northern Ireland—for which the HEC is responsible—the Pharmaceutical Society has complained about "lack of communication (p122)."

Perhaps the campaign has faced some last-minute ill-luck due to industrial action, but it must be remembered that it represents the Health Ministers' "sop" to pharmacy for failing to win the battle against self-service of analgesics—in other words, the planning goes back almost two years to February 1977 and should not have been prey to final stage hitches of such apparent magnitude. *C&D*, for example, has found its attempts to get "warm-up" material from HEC rather like getting blood out of a stone!

So it looks as though the campaign could go off with less than full steam—which seems a pity as many pharmacists are obviously interested and keen. Several members have written to the Society with further suggestions for the campaign—such as distribution of leaflets through libraries and nursing homes—and these suggestions have been passed on to the HEC. But when *C&D* tried to contact the HEC late on Tuesday afternoon, their 'phone was "out of order". We hope it was not an omen!

The transport dispute continues to force *C&D* to conserve paper stocks and we apologise to subscribers and advertisers that this issue is again smaller than planned.

# 'Use CRCs – or else' chemists warned

The Department of Health is considering regulations for dispensing in child-resistant containers. Mr Roland Moyle, Minister of Health, told Mr Emlyn Hooson MP in a recent letter that if a future survey indicated the majority of pharmacists were still not participating in the voluntary arrangement of dispensing aspirin and paracetamol preparations in CRCs, "We may well find it necessary to make regulations in respect of dispensed medicines"

A recent survey carried out by the Pharmaceutical Society suggested that only 30 per cent of pharmacists stocked CRCs and only 16.5 per cent dispensed in them according to the voluntary arrangement. Mr Hooson had written to Mr Moyle drawing attention to research that indicated the introduction of CRCs had led to a fall in suspected accidental poisonings by aspirin and paracetamol in young children.

On inquiry from Mr Hooson, Mr Moyle also said the scheme could be extended to include drugs such as tricyclic antidepressants and iron preparations.

## Strike peace comes too late for some

The transport strike seemed to be coming to an end as *C&D* went to press this week—but not before it had caused serious manufacturing and supply difficulties for many companies.

Graesser Salicylates Ltd reported that they had had to stop aspirin production at their Sandycroft plant at Clwyd, in North Wales, and would probably have to stop paracetamol production at the same plant because only three quarters of their raw materials were being delivered to the factory. The company is one of the largest manufacturers of aspirin.

Beecham told *C&D* they believe wholesalers and retailers had sufficient stocks for several weeks at normal demand, but antibiotic production at Worthing, Sussex, was on a hand-to-mouth basis because of continuing difficulties in obtaining basic raw materials "and this could easily lead to serious shortages later.

Glaxo Laboratories Ltd experienced difficulties in getting raw materials but there had been no significant effect on production—though continuous antibiotics production could not be guaranteed beyond the next two weeks unless supplies got through.

Secondary picketing had cut deliveries of raw materials from the BP Chemicals plant at Hull to less than 10 per cent of normal supply to pharmaceutical manu-

facturers, Reckitt & Colman at Hull, who take some BP products, reported a slight easing in their situation this week. They had received dispensation for incoming deliveries of raw materials and were managing to get OTC deliveries out. Prescription deliveries were unaffected.

The Association of the British Pharmaceutical Industry warned that running down "buffer" stocks of antibiotics could lead to serious life-threatening problems if subsequent epidemics such as 'flu were to occur. If pharmacists' shelves were cleared of OTC medicines, the burden on doctors would be trebled, it was estimated.

### ICI supplies ample

Stocks of ICI finished medicinal products are ample and are being delivered according to schedule, the company said on Tuesday. The pharmaceuticals division is, however, experiencing difficulties in obtaining some essential raw materials. Our report last week (p92), which stated production was down to 60 per cent with only a third of supplies reaching customers, referred to ICI as a company and not to the pharmaceuticals division. We regret any confusion this may have caused. The pharmaceuticals division also reported that the picketing dispensation system was working satisfactorily.

### Government takes credit

Success for the action taken by the Government to secure compliance with the voluntary code on picketing so as to ensure the movement of priority medical and pharmaceutical supplies was claimed by Mr Merlyn Rees, the Home Secretary, in a statement to the Commons on Monday. "Whilst there remain one or two difficult areas, the problems are now reduced and the NHS is receiving adequate supplies," he stated.

## Brand substitution during emergency gets go-ahead

Pharmacists will be permitted to dispense generically equivalent drugs where stocks of those prescribed have run out following the lorry drivers' dispute. The prescriptions should be endorsed "PNC—E" (prescriber not contacted—emergency) and indicate the brand supplied.

Should the situation deteriorate so that neither the drug prescribed nor a generic equivalent is available, it has been agreed by the Pharmaceutical Services Negotiating Committee that the pharmacist will in all circumstances contact the prescriber before making any change. If contact with the prescriber is not possible the patient will have to be referred back, PSNC says. The arrange-

ment will apply to prescriptions dispensed on or after February 1, and will be subject to regular review.

## Snow clearing must be 'perfect'—NCT

A warning to make a "perfect job" of snow clearing in front of shops has been issued by the National Chamber of Trade after taking legal opinion. Once the pavement in front of a shop has been swept of ice and snow, the shopkeeper makes himself liable for the safety of pedestrians and, if a small patch of ice is left and someone slips, he or she can sue the shopkeeper.

But, if someone slips on untouched snow, he or she cannot take action. The National Pharmaceutical Association said that, if the outside of premises are made more dangerous by clearing snow and ice, they agree with that ruling; but if a shopkeeper sweeps all the snow away, there is no problem.

## Colindale laboratory carries on

The Central Public Health Laboratory at Colindale has not been closed down by the Health and Safety Executive as suggested in a news broadcast last week. But the HSE has said that if the laboratories receive material for diagnosis which may contain category A pathogens they must notify the Executive and carry out the diagnostic work under the newly-tightened safety regulations. However a new purpose-built containment laboratory, to carry out this diagnostic work should be passed for use next week. The laboratories at Colindale, which hold stocks of rabies vaccine and antiserum for the London area, say that supply of these and other vaccines is not affected by the new regulations.

## DHSS drafts code for gp drug trials

The Department of Health is considering a code of practice for post product licence drug trials. The Department is formulating a draft code, which is to be sent to interested bodies for consultation, intended to make trials involving general practitioners more scientific.

The Association of the British Pharmaceutical Industry is not opposed to clarification of trial procedures in principle but hopes any guidelines would be jointly published in a separate document by the representative organisations. The Association feels confusion would arise if new trials guidelines were incorporated in the existing ABPI code of practice in drug marketing.

MPs have accused drug companies of using clinical trials in general practice as a disguised means of promoting their products. The Department, after investigation, has found no evidence that doctors are paid any more than reasonable out-of-pocket expenses, to which there is no objection.



# Kodak to stop listing SRPs for equipment

Kodak are to stop listing suggested retail prices for cameras, accessories and repair services from April. The company says suggested prices have ceased to be helpful in indicating the appropriate price consumers may expect to pay. They may have an adverse effect on sales, if suggested prices are considerably higher than those charged by retailers.

By dropping SRPs in April, Kodak say they can organise their marketing for the year without risking changes in legislation in midseason. The Government has proposed guidelines for SRPs (*C&D*, October 21, p681).

Kodak will continue to suggest retail prices for films, papers, chemicals and colour processing services, for the summer. For national advertising Kodak will regularly study photo dealers' prices and use the higher average levels as guide prices. Consumer brochures will no longer bear prices.

Repair charges will continue with a 33½ per cent mark-up plus VAT, as for during the past five years. Help and advice will be offered to the public, but in future the company will not quote any dealers prices.

## SKF restore supplies to wholesalers

Smith Kline & French Laboratories Ltd are restoring supplies from Monday next to two major wholesaler groups (*C&D*, January 20, p52), now being satisfied that the wholesalers were not breaking the SK&F terms of resale agreement. SK&F had previously withheld supplies pending discussions with the groups, and were concerned that retailers were not aware of the terms applying to their products.

Sangers have issued a letter to their customers supporting manufacturers who have "specifically expressed support for RPM and object to their products being included in any discount or rebate scheme." To clarify any misapprehension regarding the cash settlement discount currently offered by Sangers, they say, purchases of products manufactured by companies such as Smith Kline & French, Roche, Warner-Lambert and ICI will be expressly excluded from the scheme. Additionally those companies' turnovers will be disregarded when assessing the entry level to the scheme and their products will be invoiced at trade prices.

Warner-Lambert, who appealed to retailers for reports of RPM breaches, have had a "fair response." Discussions have been held with wholesalers alleged to have breached Warner-Lambert terms of resale agreements and most have

satisfied the company that their discount schemes do not include Warner-Lambert "ethicals."

Mr D. Mulholland, managing director, Graham Tatford & Co, who offered to act as a "clearing house" on reports of RPM breaches has received evidence from a number of sources. He says the reports appear to indicate that RPM is being breached by some wholesalers and he is offering his evidence to the manufacturers concerned.

## Bill will tighten price controls

The major safeguard provisions of the 1977 Price Commission Act would be removed by the Price Commission (Amendment) Bill, which gives effect to the Prime Minister's announcement in the Commons on January 16 that the Government proposed to remove the provisions by which applications for price increases are automatically allowed, irrespective of the judgment of the Price Commission.

The Bill has removed the requirement under section nine of the Price Commission Act that the Secretary of State make regulations specifying the basic levels of profits that individual firms shall not be prevented from earning by restrictions on prices or margins during or following Price Commission investigations. The Price Commission retains its power to allow interim price increases at its discretion under criteria contained in section two of the Act, which include efficiency, profitability, and the need to keep costs down by making the best use of resources.

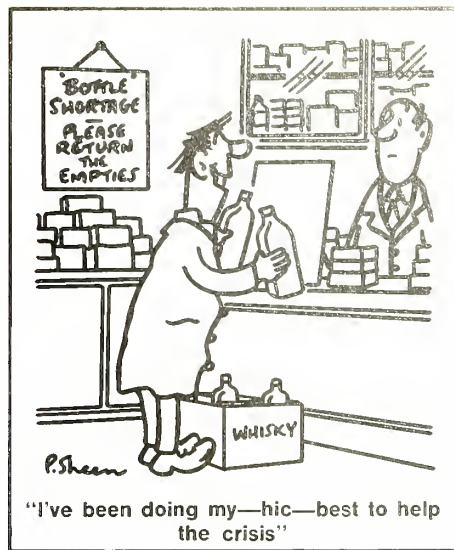
Safeguards will continue in force in regard to examinations carried out under section 10 of the Price Commission Act, which normally cover complete sectors of industry.

The Department of Prices and Consumer Protection is consulting representatives of industry, employees and consumers about the new regulations.

## Symposium on new code of practice

The Pharmaceutical Marketing Club is organising a symposium for members and guests on "The revised ABPI Code of Practice" on February 23 in the Scarsdale Suite of the Kensington Close Hotel, Wrights Lane, London W8. The meeting starts at 11.00 am.

The aim of the symposium is to provide an opportunity for participants to hear about and discuss the revised Code and the effect it will have not only upon industry executives but also on those who provide marketing, advertising,



public relations and media services to pharmaceutical manufacturers in this country. Speakers will be Mr Arthur Shaw and Mr David Massam of the ABPI together with Gerry Hodge of Porton Advertising Ltd and Mike Lees of Medical News-Tribune Ltd. Mr Nick Henderson, chairman of the PM Club, will chair the meeting. Members wishing to attend the symposium (tickets £12.50) should contact Alan Holland at 1 Roberts Mews, Lowndes Place, London SW1X 8DA.

## 98 pharmacies lost in 1978

During 1978 there was a net loss of 98 pharmacies from the Pharmaceutical Society's Register of Premises. In each of the first eight months of the year there was a net loss, culminating in a loss of 31 pharmacies in August. The trend reversed after this and there was net gain in each of the last four months of the year.

## Another case of skin colour change

Another case of bluish-grey discoloration of the skin associated with Respaton lozenges was reported in last week's *British Medical Journal*. The patient was a 63-year-old man who had been taking Respaton continuously for two years. But he had denied exceeding the manufacturer's recommended maximum dose of six lozenges a day.

## ABPI Compendium

The ABPI Data Sheet Compendium is to be published at 15-month intervals in future. The 1979-80 edition is expected to become available in April and retail and hospital pharmacies should receive their copies by the end of May. Meanwhile, holders of the 1978 edition are requested to amend their copies to repair an accidental omission from the index of non-proprietary names on p1146: "Duphalac" should be added under the substance "Lactulose".



# Communications failure threatens campaign

The "Respect for medicines" campaign appears to be running into trouble in Northern Ireland before it even begins. At the January Council meeting of the Pharmaceutical Society of Northern Ireland Mr Gorman, secretary, said their had been a lack of communication between the Health Education Council and the Society and he hoped that the campaign in Ulster would not be a flop as a result.

He said some months ago, Council had agreed to participate in the campaign and he had been approached by an official of the Health Education Council about the number of pharmacies in Northern Ireland. Recently he had learned that he was being sent the material for distribution to pharmacies in Northern Ireland. Each pharmacy would receive one of each of the items of the material available and any pharmacist who wished to obtain further supplies could order them from the HEC. It was from the Journal of the PSGB that he learned that the campaign was to commence on February 5 and that the advertising relating to it would continue for about two months.

Mr Brown said he thought the organisers had gone about the matter in the wrong way. From what he had heard it looked as if the material would not be in the hands of pharmacists in Northern Ireland until after the campaign had started in Great Britain. Pharmacists were busy people and there would be delays in ordering supplies and delays in despatching them and it was very probable that the campaign would be nearing an end before adequate supplies reached Northern Ireland. The secretary said he had suggested that a bulk supply be sent to him but was told that other arrangements had been made and would have to be followed.

## Petrol emergency

Mr Crawford referred to the list of persons entitled to receive supplies of petrol under the recent Emergency Order and pointed out that it covered "all registered pharmaceutical chemists engaged on professional duties." He did not think it was necessary for the Central Services Agency to send out the letter received by chemist contractors. But Mrs Watson said she welcomed the letter as it had enabled her to obtain a supply of petrol with the minimum of delay. Mr Dillon said he had not experienced any difficulty in obtaining petrol. He had produced a letter from his company, identified himself and signed for the amount received. The secretary said that in the state of emergency it would hardly be reasonable for every registered pharmaceutical chemist to expect an unlimited supply of petrol. Supply was

restricted to use in professional duties.

The accounts and balance sheet of the Northern Ireland Chemists' Benevolent Fund for the year ended December 31, 1978 were presented by Mr McIlhagger who said the Fund was in a healthy condition. Income at £4,485 exceeded the amount of the grants made by £2,601 and assets now totalled £21,280. The amount, £3,148, standing in the Fund's savings bank account was rather large but had since been substantially reduced by the purchase of gilt edged stock which had a redemption date in 1980 when a considerable capital gain would be made. In reply to a question he said the investments held by the Society on the Fund's behalf were examined from time to time and pointed out that the market value of these investments was £20,425, the purchase price being £18,131.

Mr Hunter asked about the Report on the Future Pharmaceutical Service in Northern Ireland which the Council had

considered last month. The secretary said the results of the survey carried out in late 1977-early 1978 had been expected early in December 1978 but there had been a delay and were now expected to be ready within a week. He had delayed sending Council's comments on the report to the Central Pharmaceutical Advisory Committee so that the findings of the survey could be quoted; what information there was available tended to support the findings of the 1973 survey.

The secretary reported that arrangements were being made to hold the Council dinner at Dunadry Inn on March 21 and invitations would be sent out early next month. Mr Kerr said that he would be attending, with the secretary, a meeting of the United Kingdom Joint EEC Group in London on January 22. This meeting was being held to discuss certain matters which might be raised at the meeting of the European Pharmacy Group to be held in Brussels on January 30.

The president said that since the last meeting the Society had lost one of its most respected members by the death of Mr C. A. Quinn. Mr Quinn had been president of the Society in 1956-57 and was elected a Fellow of the Society in 1975. Those present stood in silence as a token of respect.

## NI contractors face NHS cut

Northern Ireland chemist contractors' NHS remuneration is to be cut in line with that of their Scottish colleagues (C&D, January 13, p33). But their negotiators, while accepting the cut with "great reluctance" are pressing for chemists to be made a "special case" under Government pay policy—and for an increase in the return on capital employed from 12½ per cent up to 27 per cent.

A letter from the Pharmaceutical Contractors Committee explains that a combination of rampant inflation on ingredients (causing an escalation in oncost) and Government pay policy (restricting the proprietors' notional salary and labour costs) has resulted in an increasing overpayment to contractors:

Year	Per prescription overpayment
April 1-March 31	
1973-74	0.04p
1974-75	0.58p
1975-76	1.52p
1976-77	1.40p
1977-78	1.96p

The PCC letter goes on: "These figures show that the interim allowances per prescription which was introduced at 3p and subsequently increased to 4p, 7p and 8p with a view to ensuring that the contractors' monthly cheque would pay the NHS share of his continually rising costs has, in fact, proved to be marginally too high in relation to the updated costs. The resulting overpayments, when added up, amount to 5.5p per prescription and will continue to accumulate at about 2p per annum unless

some corrective action is taken. Since NI terms of remuneration are allied to those of Scotland we have been forced to agree, with great reluctance, that from January 1, 1979, the following adjustments will be made:

□ The interim allowances, at present 9p per prescription, will be incorporated into the scale of dispensing fees at the rates of 6p per prescription.

□ The scale of fees will be simplified with much higher fees being paid for dispensing time-consuming prescriptions.

□ The oncost allowance will be reduced by an average of 2p over all prescriptions, but the revised rates will ensure that the smaller contractor is affected to a lesser degree than is the larger contractor.

## 'Special case' claim

"A claim is being made that the return on capital employed should be raised to 27 per cent from the present 12½ per cent and negotiations are under way to discuss the claim that chemist contractors should be made a "special case" under the Government's pay policy. Additional money is to be introduced over the next two years to facilitate the introduction of these adjustments and it is hoped that as soon as possible, the notional salary of the working proprietor will be restored to its rightful place in the scale of relativities."

The new oncost scale will be sent to contractors as soon as possible. The above adjustments will be shown on the January payment sheets, which contractors will receive at the end of March.



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## Pharmaceutical and chemical exports hit new records

Pharmaceutical exports rose by 18 per cent to £654.5 million last year. Imports, at £200.9m were 15.7 per cent higher, the Association of the British Pharmaceutical Industry says. The industry was still left with a trading surplus of £453.6m, 19.1 per cent up on the £380.9m 1977 surplus.

Exports of chemicals reached a record £4,201 million in 1978, giving a trade surplus of £1,442m, which now accounts for 36 per cent of the UK trade surplus in manufactured goods. That achievement was marred, however, by a corresponding record growth of chemicals imports, particularly in the last quarter.

Mr Martin Trowbridge, director general of the Chemical Industries Association, said that "our 10 per cent increase in exports was no mean achievement in view of the toughness of competition from overseas producers with spare capacity. The problem was made more difficult by the import surpluses and "compensation trading" from East European countries which affected our international markets."

## Multiples merger

A merger, on January 1, 1979, between the Multiple Shops Federation and the Multiple Food and Drink Retailers Association has resulted in the formation of the British Multiple Retailers Association. The Association reflects the greatest integration of non-food and food interests in the high street and it hopes it will enable an even stronger viewpoint to be expressed on behalf of multiple traders to the government and others.

Chemist members of the Association are Boots Company Ltd, Cross and Herbert Ltd, R. Gordon Drummond Ltd, E. Moss Ltd, Savory and Moore Ltd, and Thornbiers Ltd. The Association has about 300 members and operates from 1 New Oxford Street, London WC1.

## Wyeth pay awards

Wyeth have refuted claims by the Association of Scientific, Technical and Management Staff concerning salary awards to representatives. The Central Arbitration Committee award to "ethical" medicines representatives reports ASTMS is claiming awards of over 25 per cent, and average increases of £850 for salesmen and £1,000 for senior salesmen.

Mr L. P. Fennimore, Wyeth's commercial director says: After excluding the company's normal salary progression payment on October 1 and the 5 per cent phase IV increase paid on November 1 (both of which would have been paid irrespective of the CAC award) the increases granted under the CAC award average 10.1 per cent of salaries at November 1, or £494 per year per representative.

## TOPICAL REFLECTIONS

by Xrayser

## Hard done by?

As we guessed, this week has seen an increasing number of routine items out of stock, with precious little we could do about it. My phone bill will be enormous when it arrives, for I cannot deliberately not try to satisfy the needs of patients presenting prescriptions—I find myself impelled to ring around once more before contacting the doctors. It's just the way I'm made, or the result of training, maybe, or simply that I don't like to lose a script! But whatever the motives for my efforts, I have been surprised at the churlish response from some people who have left me in no doubt of their displeasure, snatching their scripts back to take them to "Foots" or some other competitor who will have to give the same answers as I do.

In the face of downright rudeness it is hard not to feel hurt or angry when we are being made the butt for some of the wide public irritation at the discomfort caused by the strikers. Our shoulders are broad of course, and can shrug it off, but in the light of this experience we will want to think deeply before we embark on industrial action which might involve sporadic disruption of our service.

Pharmaceutical Society Statutory Committee

## Company not to run pharmacies

A company was banned from conducting a retail pharmacy business by the Pharmaceutical Society's Statutory Committee this week because of the conduct of the former owner.

The Committee was told that the Indian-born proprietor of Sandmark (Watford) Ltd Mr Sorob Kaikushroo Ferzandi, was convicted at St Albans Crown Court in March last year of forgery and of demanding money on a forged instrument. He was fined £1,400 and ordered to pay £150 costs. The company was fined £50 the previous month at Watford Magistrates Court for selling Kaolin and Morphine mixture containing a Part One poison when no registered pharmacist was present.

The Committee also considered a complaint of misconduct against the former superintendent pharmacist of the company, Mr George Marshall Howard, Windmill Way, Tring, arising from this illegal sale. But the chairman, Sir Gordon Willmer, said: "So far as Mr Howard is concerned we propose to take no action at all."

### Storeroom 'dirty'

The Statutory Committee inquired into the circumstances of why a company, Frith Brothers Ltd, were fined £60 at a magistrates court last March for three offences relating to the condition of a storeroom.

Mr Martin Easton, environmental health officer for Sutton, said in September 1977 a woman complained to the council that she had found some insects in a bottle of medicine. He inspected it and saw what appeared to be two woodlice floating in the medicine.

He went to the dispensing chemist, Frith Brothers, in The Broadway, Cheam, and found that the store, in

which the empty bottles were kept, was dirty and festooned with cobwebs. He also saw a number of dead woodlice. Mr Michael Frith superintendent pharmacist and managing director of the company said that while the store was not spotlessly clean, its condition was adequate for the type of things that had been stored there. The only food supplies kept in the store were bottles of drink. Since these complaints, the store had been cleaned up. Mr Frith was reprimanded by the Committee.

## Vigilant assistant

The vigilance of a young assistant in a pharmacy in Walworth, South London led to the arrest of two men, George Valerkou and Osman Yosuf, on charges of robbing and blackmailing doctors and being in unlawful possession of Controlled Drugs.

At the trial of two men, taking place at the Old Bailey, the girl, Stephanie Hibbs, said that when Mr Valerkou presented a prescription at the pharmacy she realised she had taken prescriptions from him before but under different names. She had told the defendants to go away for a while and had then telephoned the police. The couple were arrested after they had collected the prescription.

Two doctors alleged in evidence that during visits Mr Valerkou made to their surgeries he had "persuaded" them to prescribe various Controlled Drugs including Diconal, Duronphet and Mandrex. One doctor said there was an undertone of violence in Mr Valerkou's manner. Prosecuting counsel said that six doctors had been visited by Mr Valerkou sometimes accompanied by another man. The trial continues.

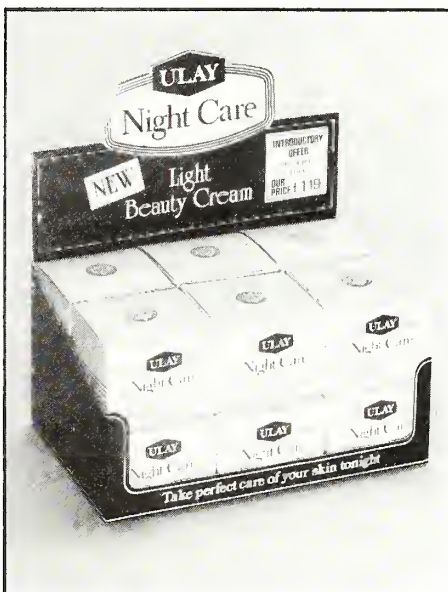


# COUNTERPOINTS

## Ulay night care cream launched nationally

After being on test market in Scotland the new Ulay night care cream is being made available nationally from the beginning of May. Ulay night care replaces the existing Ulay night cream and is much lighter. Because of this it is hoped that the younger user who is usually put off by the greasiness of night creams will be tempted to try it. The company says that Ulay night care (50ml, £1.45, introductory price £1.19) is suitable for all skin types and complements Oil of Ulay beauty fluid.

The company's salesforce will begin calling on chemists from March 26 to offer them the display prepacks holding 12 units of Ulay night care. There will be further display activity during the period May-June as well as other trade incentives. Over £400,000 will be spent on advertising the product during the launch period both in women's magazines and on national television. *Richardson-Merrell Ltd, 20 Queensmere, Slough, Berks.*



be hired free of charge for periods up to three weeks, with free delivery, initially to pharmacies in the London Area. Further details from Dr T. M. Cook, A. Nelson and Co Ltd, 73 Duke Street, Grosvenor Square, London W1M 6BY.

## Brylcreem sponsors Superstars

The sponsorship of the BBC Superstars programme by Brylcreem is being supported by Beecham Toiletries throughout February with point-of-sale material and an on-pack competition. Prizes include black and white, and colour television sets. *Beecham Toiletries, Beecham House, Great West Road, Brentford, Middlesex.*

## Rapide promoted on TV and Press

Chance-Pilkington's Reactolite Rapide photochromic lenses are to be backed by a £300,000 UK promotional budget for 1979, which will include a five week television campaign covering three-quarters of the country, supported by national Press and magazine advertising. *Chance-Pilkington, Glascoed Road, St Asaph, North Wales.*

## Buzby talc

Bellair Cosmetics have introduced a new talc featuring Buzby, the Post Office mascot. Buzby talc (£0.49) is the second in a new range of Buzby products from Bellair. A shampoo product was introduced before Christmas. *Bellair Cosmetics Ltd, New Road, Winsford, Cheshire.*

## Rose Laird add make-up range

Rose Laird have launched a new comprehensive make-up collection. In tortoiseshell colour cases, the new products all come in the same outer packaging, which was introduced for the skin care range in June 1978. Available for sale nationally now, the range includes face powder (30g £1.45), cream blusher in three shades (6g compacts £1.75), powder blusher in three shades (£2.25), eye pencil in eight shades (£1.45), powder eyeshadow in nine shades (£2.25), mascara in three shades (£1.45), lipstick in eight shades (£1.45) and lip gloss (£0.95).

Valerie Harding, the newly-appointed Rose Laird marketing manager: "Research over the past 18 months has shown that there is a demand for a comprehensive make-up collection from Rose Laird. We have strong point of sale material which will support the new range, and we are confident that our counter display units, which are available nationally, will attract both trade and consumer attention." *Rose Laird Ltd, Cordwallis Trading Estate, Maidenhead, Berkshire.*

## Two new Marigold gardening gloves

LRC Products are launching two new gardening gloves under the Marigold name. One is an all leather extra strong glove with a wide webbing cuff (£2.35) and the other a leather palmed, cotton backed glove with an elastic cuff (£1.27) sold in boxes of ten. Both styles are packed in transparent bags. The company are spending £400,000 on television advertising. *LRC Products Ltd, Sanitas House, Stockwell Green, London SW9.*

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Alka Seltzer:** All except A  
**Anadin:** All areas  
**Bisodol:** E  
**Breathe Easy:** All areas  
**Contact 400:** Ln, Sc, WW, A, U, We, B  
**Crest:** All except E  
**Farley's rusks:** A  
**Grecian 2000:** Ln, So  
**Head & Shoulders:** All except B, E  
**Medinite:** All areas  
**Mentho Lyptus:** All except U, E  
**Minadex:** M, Lc, Y, NE  
**Odor Eaters:** All areas  
**Orbit:** All areas  
**Silvikrin:** All areas  
**Sinex:** All areas  
**Zest:** M, Lc, Sc, B, G

## Lil-lets offer

Lil-lets tampons from Lilia-White are currently running an on-pack offer on 20s packs. Two panels from these flashed packs will enable the consumer to receive a set of four eye make-up brushes; an eye shadow smoother, eye liner, mascara brush and eyebrow brush. All presented in a blister pack with a retail value of about £0.50. *Lilia-White Ltd, Alum Rock Road, Birmingham B8 3DZ.*

## Silver Braun

A new wholesaler and retailer promotion is being conducted by Braun from now until June 30. Orders for items from the Braun personal care and shaver ranges will earn silver dollars which will be redeemable against a range of beautifully designed silverware. *Braun Electric (UK) Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middlesex.*

## Replica double

With every purchase of Replica's 56cc aerosol eau de toilette consumers will receive until June 1979, a free gift of a matching 13cc handbag size atomizer. *Replica Perfume & Toiletries, 90 Bel-size Lane, London NW3 5BE.*

## Homoeopathic stand

A mobile exhibition with "Homoeopathy" as the theme is available from A. Nelson and Co Ltd. The stand, which is easily erected, is approximately 7ft high, 8ft wide and 2ft deep and it may



Dista Products Ltd announce the result of many years of research and development



Cefaclor

the new generation oral antibiotic  
with broad-spectrum usage

**Distaclor is now available on prescription  
in the following presentations**

250mg capsules for adults. Bottles of 20  
and 100.

125mg/5ml suspension for children under 5  
years. Pleasant tasting strawberry flavour.  
Bottles of 100ml.

250mg/5ml suspension for children over  
5 years old and adults who find capsules  
difficult to swallow. Pleasant tasting grape  
flavour. Bottles of 100ml.



Further information is available from your  
Dista Representative or direct from the Company.



Dista Products Limited  
Kingsclere Road  
Basingstoke  
Hants RG21 2XA  
Telephone: Basingstoke (0256) 52011



# When it comes to what we think you need for your competition

Because Vapona doesn't just kill flies, it kills the competition. Everywhere. Vapona Flykiller, the original slow release flykiller, fully controllable; Vapona Small Space Flykiller, for small rooms, cupboards, boats, caravans; Vapona aerosol, the superfast spray and Vapona Mothkiller, six months protection and no smells.



And Vapona kills the competition in-store, with POS especially designed to echo the TV commercial and maximise sales.



So why should you stock Vapona? Because it's got the backing of Shell research? Because there's over £200,000 being spent on advertising this year? Because its growth rate is faster than the total market? Because it's the only brand asked for by name? Because it outsells all other flykillers put together?





# comes to flies you'll find the it's undone...

And because we think you'll find  
when you have Vapona stocked and  
displayed, you'll have sales, profit and  
the competition buttoned up.

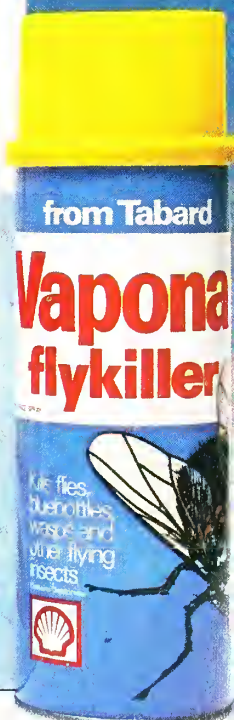
**Vapona**  
kills flies all  
summer long.



**Vapona**  
flykiller



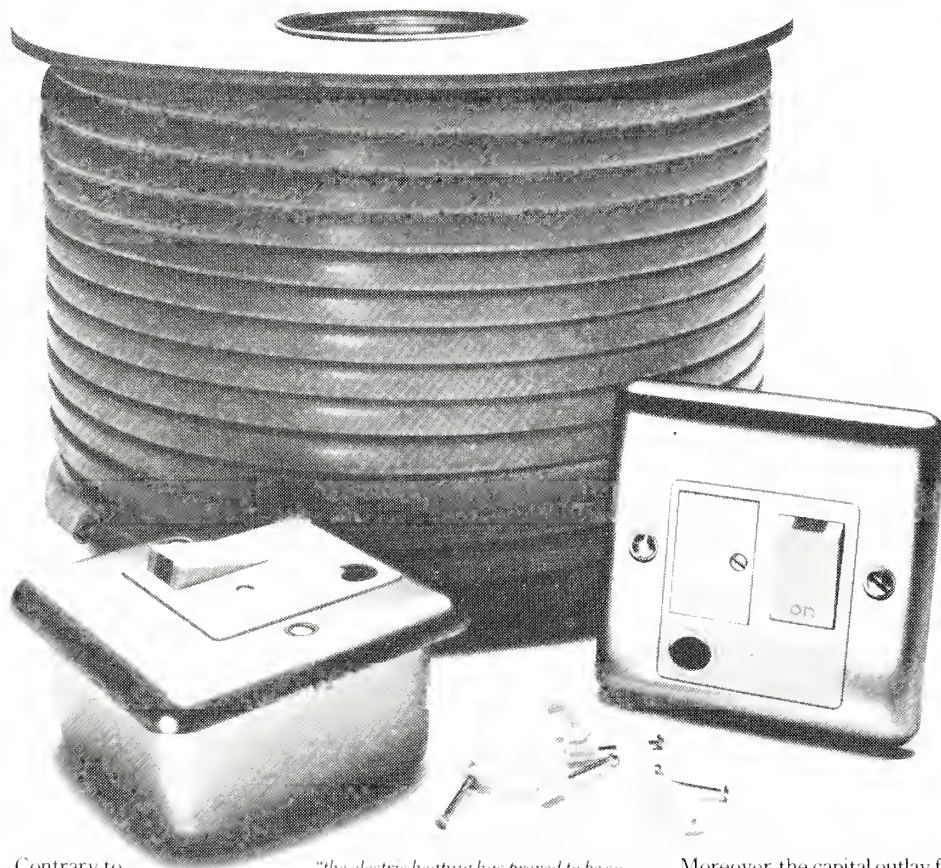
**Vapona**  
small-space fly killer



**Vapona**  
flykiller



# High-speed installation with electric heating.



Contrary to popular opinion, installing a new heating system doesn't have to be a long, slow, or messy operation.

Especially if it's electric heating. There are no boilers, flues, pipes or extra ventilation to worry about. It's just a question of some simple wiring. Which is why it can be done so quickly.

*Replacing an existing fuel-fired system with electric heating at the 50-bedroom Sackville Hotel, Hove, took just four weeks. And by keeping disruption to a minimum there was no loss in revenue.*

*Mr. David Kelsey, the owner, says,*

*"the electric heating has proved to be so successful that we are now extending it to our Conference Rooms."*



Mr. Bivans, General Manager, Sackville Hotel

Moreover, the capital outlay for electric heating can be significantly less than for any other comparable system. And with thermal insulation and the right tariff for the job, running costs can be kept down to a minimum.

Why not contact your Electricity Board office or shop? Or dial 100 and ask the operator for **Freefone 2284**. You'll be put in touch with one of our commercial heating specialists, who'll be happy to give you all the information and advice you need.

**HEATELECTRIC**  
*Electric Heating Specialists, Central England and Wales*



# COUNTERPOINTS

## New Slender sweeteners launched by Carnation

Slender sweeteners are being launched exclusively through the chemist trade by the Carnation Foods Co. The new sweeteners, packaged in black packs in two sizes (300 £0.43, 700 £0.81) are in display units of 24. Slender sweeteners will be supported during April and May by being featured in the £360,000 national television advertising for Slender. A full programme of promotions is also planned, beginning with 10p-off coupons in one million packs of Carnation Slender. *Carnation Foods Co Ltd, 11 High Road, London N2 8AW.*

## Hawaiian Tropic national launch

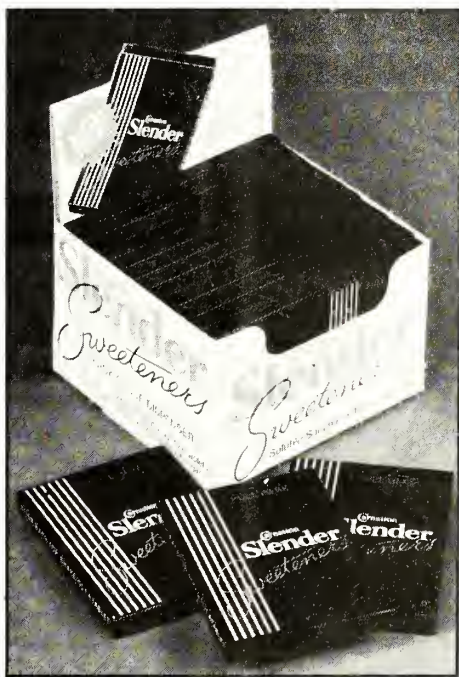
After being on test market last year in London, the south east and the Channel Islands, the Hawaiian Tropic range of suntan products is now being nationally distributed by Unicliffe Ltd.

There are six products in the range, three with a protection factor, two bronzers for those already with a tan or with a darker complexion, and one after-sun cream. All products are made with natural products, an increasingly important factor it seems in the public's eyes. And because each product also contains moisturisers and emollients they are also said to prevent the prematurely ageing effects of the sun's rays. The sun screen gel (£2.25) with a high protection factor of six is for those starting a tan or who burn easily, the dark tanning lotion (£2.75) has a protection factor of four and the dark tanning oil (£2.50) has a protection factor of two for those who have become accustomed to the sun. The professional tanning oil (£2.95) and the royal tanning blend (£3.50) have no protection factor at all and should only be used on skins already tanned, while the Forever tan super rich blend aloe (£3.25) is the after sun cream to help users keep their tans longer.

The Hawaiian Tropic range is available through department stores and chemists and for the moment the company will be concentrating on in-store displays to promote the brand rather than above the line advertising. *Unicliffe Ltd, Great West Road, Brentford, Middlesex.*

## Double posters for Pure & Simple

Beecham Toiletries are taking twice the number of sites for a new national poster campaign beginning in February for Pure & Simple. It covers 2,000 sites in High Streets, and main shopping centres.



This will be the first part of a planned television and poster campaign for the product in 1979.

Pure & Simple will also be supported with a "velvet elegance vanity set" promotion in February. Special display material has been produced to merchandise the competition. *Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.*

## PRESCRIPTION SPECIALITIES

### DISTACLOR capsules and suspension

**Manufacturer** Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN

**Description** Violet/white capsules containing cefaclor 250mg; pink granules for suspension containing cefaclor 125mg per 5ml; and pale lavender granules for suspension containing cefaclor 250mg per 5ml

**Indications** Treatment of infections due to susceptible micro-organisms

**Contraindications** Hypersensitivity to cephalosporins

**Dosage** *Adults*—250mg every eight hours. Maximum recommended daily dose, 2g although doses of 4g daily have been administered. *Children*—20mg per kg per day in divided doses. In more serious infections, 40mg per kg per day up to a maximum 1g daily

**Precautions** Safety in pregnancy not established. To be given with caution in patients with known penicillin sensitivity

**Side effects** Diarrhoea and also nausea and vomiting. Hypersensitivity—allergic reactions have been observed

**Storage** At room temperature. After reconstitution suspension may be stored in refrigerator for 14 days

**Packs** 20 and 100 capsules (£5.07 and £23.27 trade); 125mg and 250mg suspension 100ml (£3.11 and £5.82 trade)

**Supply restrictions** Prescription Only  
**Issued** February 1979

## Now Normison 20mg

Normison 20mg capsules (100, £8; 500, £32 trade) have been introduced by Wyeth Laboratories as a more convenient dosage form for patients with severe or persistent insomnia. *Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks.*

## New pack Levius

A 30 pack of Levius 500mg tablets (£0.39 trade) in a child-resistant container is to be introduced to replace the existing 20 pack, which will be discontinued when present stocks are exhausted. *Montedison Pharmaceuticals Ltd, Kingmaker House, Station Road, Barnet Herts EN5 1NU.*

## Cox addition

Amitriptyline 25mg tablets have been added to the Arthur H. Cox range of special hospital ward packs: a minimum 1,000 outer packed 20 x 50s has a trade price of £12.50 (£10.63, hospital price). *Arthur H. Cox & Co Ltd, 93 Lewes Road, Brighton, East Sussex BN2 3QJ.*

## Cetiprin change

Kabivitr Ltd have changed the appearance of Cetiprin 100mg tablets. These are now white, coated and slightly bulged tablets of 10mm diameter, marked (CT) on one side. Cetiprin 200mg tablets are unchanged. *Kabivitr Ltd, Bilton House, Uxbridge Road, London W5.*

## Kolanticon price

A price change for Kolanticon was wrongly ascribed to Kolantyl in last week's supplement. The Kolanticon prices are as follows: gel 125ml £0.38 trade, £0.62 retail; 500ml £1.18 trade, £1.91 retail. Kolantyl prices remain as in the main list.



## RPM: not worth crying over

I have read with interest Mr Mulholland's regular contributions to your columns, and as a result of his last letter concerning the "RPM clearing house," I feel that I must reply.

Mr Mulholland is primarily concerned with maintaining his own company's profitability, and it has been convenient to defend RPM under the pretext of protecting the chemist's future. Over the past few years, when the number of chemists has been rapidly diminishing, the increasing profitability within the wholesale sector has been equally dramatic. Whilst we have been collectively losing thousands of pounds as a result of inflation in drug prices, due to the delay in implementing increases at NHS remuneration level, the wholesaler has made handsome stock profits by applying price increases immediately, or at best, within a few days of receiving new price lists. Perhaps Mr Mulholland's company is an exception and has offered stock at pre-increase prices. However, this would seem unlikely as he would then have been breaking RPM, a situation that he would obviously not allow.

### Not a new phenomenon

Discounting by wholesalers is not a new phenomenon. It has been operating for at least 25 years to my knowledge. I can only assume that it has not had a financial effect on Mr Mulholland's company until recently, and therefore he has not seen fit to warn us of the "dangers" so forcefully in the past. The concept of profit-sharing is not new and is limited to Unichem. Indeed there have been similar shareholder companies in existence for many years, eg Bradford Chemists Alliance; buying groups claiming to be *bona fide* wholesalers, but operating principally for the benefit of their shareholders by supplying "ethicals" at discount prices. But once again, no-one has seen it necessary to "toll the bell."

The UK is the exception rather than the rule. Throughout the civilised world, RPM on drugs at wholesale level has been disappearing rapidly, and it has not been to the detriment of the retailer. It has been a part of the continuing process of evolution within the industry, and if it has a side effect of "natural selection" in some cases, then so be it. The loss of so many chemists during the past few years has been due to similar environmental changes. Whilst inflation has squeezed NHS margins, the wholesaler has enjoyed a protected gross profit of 15 per cent. Our gross profit has fallen from over 30 per cent to as low as 19 per cent. What were you doing to help us then Mr Mulholland? Were you granting extended credit to put off the

fateful day, or were you giving positive financial assistance as Unichem and similar organisations were?

It is a fact that there are too many wholesalers giving too many deliveries. Due to the profitable nature of wholesaling as a result of RPM, wholesalers were able to absorb the costs of pampering the chemist. How many times did we see phrases such as "Use us as your stock room" or "Ring us when you close, and we'll deliver when you open"? Can anyone tell me another area where wholesalers offer such an unnecessarily high level of service?

You are right Mr Mulholland. We must stand up and be counted, and realise that as long as we operate in a commercial environment we must accept certain commercial risks and so must you.

The loss of RPM will not lead to a reduced service to the public, which must be a prime consideration. The availability of seldom used drugs will be maintained, probably by an insistence by the manufacturer that wholesalers maintain stocks, with a differential discount structure to take account of slow-movers.

### Back at square one

As far as the possibility of "claw back" by the Department is concerned, the worst that can happen is that we find ourselves back at square one. Any scheme will have to be related to NHS turnover as differential on-cost is, and the result will be no more drastic. It would have to be a pleasant change to get an instant increase in income, part, or indeed all of which would have to be repaid, rather than the norm which is to receive an increase in remuneration as a result of PSNC activity which is totally out of date. Indeed the present negotiations are three years old and still there is no sign of a satisfactory outcome.

I am surprised that you seek support for your RPM clearing house scheme from within the profession. Do you seriously expect those of us who see a commercial advantage in "schemes" passing on the information to you so that you can maintain your profitability and we can lose that advantage? Can you seriously support a company (Warner PD) which employs a sales force actively promoting business away from your own company? (I have just been visited by their local rep who informed me that it was cheaper to buy Metatone in 500ml packs direct than to buy a 2.25 litre from my wholesaler.)

### A new ball game

If the manufacturers had wanted to protect RPM as fervently in the past as they would have us believe they do now, then ample evidence of discounting has been made available to them by NAPD members. But of course why should they? Their branded "ethicals" are individuals protected by patent. They create the demand with vast promotional budgets and the products leave their factories at their prices, either direct to the dispensary or via the wholesaler. With the advent and success of the VTO and

low cost distribution, we have entered a whole new "ball-game" and it's no good the losing side crying foul at half-time. If your team isn't competitive, Mr Mulholland, then you'll have to change your tactics.

I must point out that I do not have any connection with a wholesaler other than as a customer and shareholder member of Unichem.

**Anthony Peel**

Batley, West Yorkshire

## 1984 already?

If George Orwell were to have read the pharmaceutical Press of recent weeks he would be having a quiet smile to himself. Big Brother has certainly arrived well before 1984. What with some manufacturers asking for pharmacists to snoop and another demanding to look at wholesalers' books, we really have arrived at the end of free competitive enterprise.

To borrow a phrase of Mrs Thatcher's about the pickets: "They seek to use our freedom in order to destroy our freedom." The international pharmaceutical manufacturers are using "the freedom" to refuse to supply in order to destroy the freedom of fair competitive dealing. There are in Britain today many small wholesalers with a DHSS wholesaler's licence who are unable to break RPM because these companies refuse to deal with them, or if they do, give lesser discounts thus adopting unfair discrimination similar to the closed shop. Is it known that the NAPD will not even discuss membership for new members until June 1979?

All these firms pay tribute to small business but in fact they all seek to destroy it. Small business is a threat to the closed shop of the big wholesalers and manufacturers. RPM was not fought for the benefit of *pharmacists* but for their own benefit to take huge profits out of pharmacy. What part is being played in this battle by the Pharmaceutical Society and NPA? They are supporting the monopolists. What the NPA should do is to set up a *national* chain of wholesalers across Britain and use the profits for the benefit of pharmacy and pharmacists.

Small business is being squeezed between Government, bureaucrats, tax and VAT inspectors, unions and now big business. Did so many of us spend five years in the last war fighting for this sort of treatment?

If the foreign international drug companies want to play Big Brother we should send them back to their country of origin and keep them out of Great Britain. What is needed is a code of practice which gives equal and fair treatment to all. Wholesalers who are inefficient and give poor service would soon go to the wall and deservedly so.

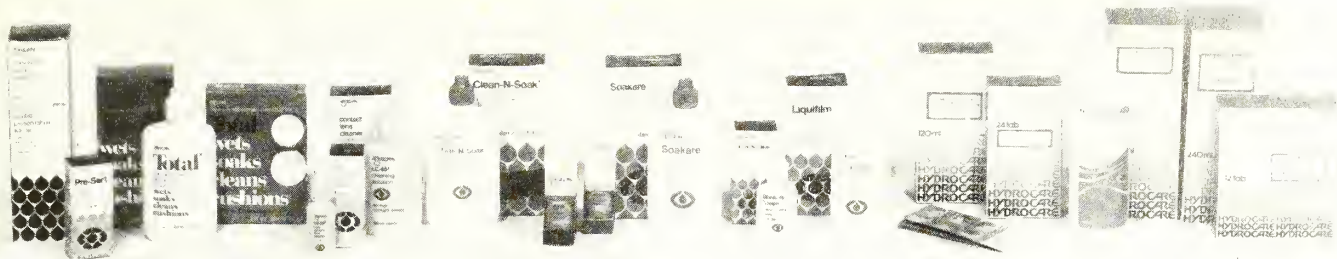
**E. G. T. Gamlin**

Folidays (wholesale chemist)

Trowbridge, Wilts

*More letters on p134*





Products for the care and maintenance of:

### HARD CONTACT LENSES

Liquifilm Wetting Solution, Clean-N-Soak, LC-65 Cleaning solution (15 & 60ml), Soakare Soaking Solution, Blink-N-Clean, Total All Purpose Solution (60 & 120ml).

### SOFT CONTACT LENSES

Hydrocare Soaking and Cleaning Solution (120 & 240ml) Hydrocare Protein (Enzyme) Remover Tablets (12 & 24), Hydrocare Economy Pack (Tablets & Solution), Hydrocare System Pack, Hydrocare Boiling-Rinsing Solution (Allergan Preserved Saline Solution).

### EYE CARE PRODUCTS

Liquifilm Tears, Prefrin Liquifilm Eye Drops.

### STARTER PACKS

Hydrocare Intro Pack, for soft contact lenses, Clean-N-Soakit Prep Pack, Clean-N-Stow Prep Pack, System Pack, for hard contact lenses.

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# LETTERS

continued from p132

## Self-care

I was one of the three general practice pharmacists attending the workshop on self-care organised by the Proprietary Association of Great Britain and reported by you (January 20, p75).

In my view, the workshop was a cleverly designed exercise by the PAGB to portray the patent medicines industry in the best possible light. Many of the physicians present were not aware of the extent of the involvement of the PAGB. It is of interest i) that no general practice pharmacist was invited until our Society protested strongly and a limited number of invitations were then issued and ii) the proceedings are to be published in book form in about three months time—not revealed until the last day.

Many of those present were sympathetic to GP pharmacists and appreciated both the difficulties we work under and the good we do; it will be interesting to see how this comes over in the yet-to-be-published book.

Professor Peter Parish, one of the participants, claimed he overheard one of the industry's representatives saying something to the effect, "I don't care about the pharmacists' involvement, so long as they keep selling our products."

Presumably this was a joke, but my guess is that the pharmacist's role will be played down as much as possible. May I be proved wrong!

John G. Hes  
London N5

## Slip of the pen

Perhaps it was a slip of the pen but unfortunately you have misquoted me in the article about Goggles in the sunglasses supplement (C&D January 20). I did not say "they are not keen on selling other manufacturers down the river by cutting prices".

I am not paid to worry about the welfare of other manufacturers, my concern is with the retailers (and independents in particular). What I said was "I am not keen on selling *retailers* down the river by encouraging price-cutting in other outlets".

E. T. Garner

Brand Manager, Parfums Roberre

## PHOTONOTES

### Tudor Continentals

Tudor have introduced a range of three outfits based on 110 camera with integral electronic flashgun. The Continental Electroflash series comprises the 555 (£19.95), the 400S featuring low light sensor and 400 ASA capacity (£24.95), and the Teleflash 800Z featuring tele-

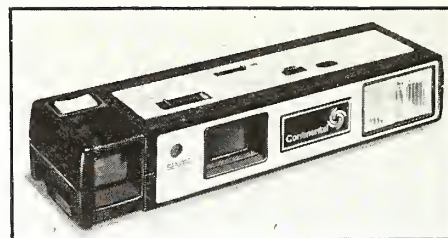


photo lens, zoom viewing, sensor and 400 ASA (£29.95). Each outfit includes 20 exposure film, batteries and wrist strap. *Tudor Photographic Wholesale, 30 Oxgate Lane Industrial Estate, London NW2 7HU.*

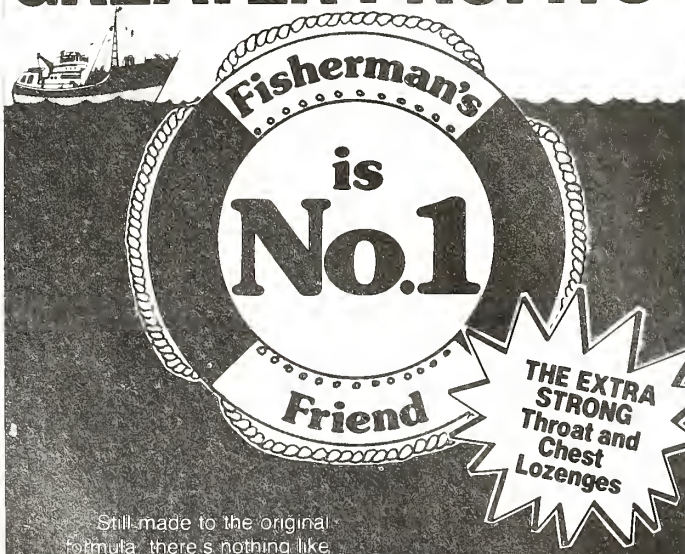
## Low price 110

A price-barrier breakthrough is claimed for the Hanimex IEF 2 110 camera with built-in electronic flash (SRP £28.36 but expected to sell around £19.95). The camera has weather symbol setting, 400 ASA facility and three-element f5.6 glass lens. Supplied with pouch case and wrist chain. *Hanimex (UK) Ltd, Hanimex House, Dorcan, Swindon SN3 5HW.*

## Magicflash boost

ITT's Magicflash 110 cameras are to be supported by an advertising theme of "round-the-clock photography" in the *Daily Mirror*, the *Sun* and *Daily Record* in May and June. ITT say they already have a 30 per cent share of the market in 110 cameras selling at £14 and over. *ITT, Leatherhead, Surrey KT22 7JZ.*

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## The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general subjects, including music and the arts.

For additional information, or to apply for assistance, write to: The Secretary, Dept CD, The Triangle Trust 1949 Fund, Clarges House, 6-12 Clarges Street, London W1Y 8DH.



# COMPANY NEWS

## Unichem sales up by 38 pc

Unichem have announced a sales increase of 38 per cent for 1978. Mr P. Dodd, managing director, says the growth from £72 million in 1977 to £100m in 1978, was accompanied by a 25 per cent increase in membership to 3,800. Mr Dodd expects the amount available for distribution as rebate to be a record.

## Macarthy's maintain wholesale share

Macarthy's pharmaceutical distribution division have been forced into aggressive pricing policies on sales not subject to retail price maintenance, while honouring their agreements on RPM goods, says the chairman, Mr A. R. Ritchie, announcing the half-yearly results to October 1978. Market share and net profits have been maintained in spite of resultant lower gross margins. Mr Ritchie expects the second-half earnings to be broadly the same as first-half.

The interim report says, with the exception of manufacturing where sales and profits have remained virtually unchanged, all divisions have increased sales and profitability in line with expectations. The pharmaceutical distribution division reported sales of £43.7 million during the period (£34.3m in the same period of 1977) and profits of £1.47m (£1.14m). Retailing sales were £6.8m (£5.8m) and profits £355,000 (£320,000). Manufacturing sales were £1.42m (£1.37m) and profits £67,000 (£68,000). Group external sales increased by 27.7 per cent to £55.6m and pretax profits by 25.3 per cent to £1.85 million.

## Ortho diagnostics

The Ortho Diagnostics division of Ortho Pharmaceutical Ltd UK has been established as a new company as part of the programme to develop the worldwide franchises of the Johnson & Johnson group of companies. It will continue to be based at Marlow, Bucks and is headed by Mr Brian D. Davis, director and general manager.

### Briefly

**Savory and Moore** have acquired the shares of Shewell and Son Ltd, trading as retail pharmacists at 36 Church Street, Cromer, Norfolk. Mr G. W. Bonnett, MPS, will continue as manager.

**R. Gordon Drummond Ltd**, have acquired the issued share capital of G. J. Maley Ltd, Douglas, Isle of Man, a retail and wholesale company.

**Coloplast Ltd**, are to move to new premises from March 5. From that date all communications should be directed to: Coloplast Ltd, 3 Cavendish Road, Bury St Edmunds, Suffolk. 0284-68456.

**Reckitt & Colman** are to market their prescription drugs in South America through Schering-Plough Corporation.

**Keystone Camera** have moved from Thetford to Leicester. The new address is Keystone Camera (UK) Ltd, King Street, Enderby, Leicester LE9 5NT. Tel: (0533) 841067.

# APPOINTMENTS

## Pharmacists at Sangers

Sangers pharmaceutical division have appointed two pharmacists following the recent re-organisation (*C&D*, January 13, p44). Mr J. R. Watson, MPS, has been appointed south west area manager, with effect from mid-February. He has held several positions at Barclay & Sons Ltd for the past three years. Mr B. T. Hardy, MPS, will join Sangers on March 1 as the first of four area hospital services managers, and will operate in the south west. He was previously chief pharmacist at the Royal Navy Hospital. Mr M. C. Mercer has been appointed hospital operations manager, from March 1, following responsibility for training at Beecham.

**Lastonet Products Ltd:** Mr Michael Coley has joined as marketing manager.

**J. Waterhouse & Co Ltd:** Mr T. G. Reilly, MPS, has been appointed joint managing director.

**Tudor Photographic Group Ltd:** Mr Peter Chong has been appointed production director of its processing subsidiary.

**Walter Davis & Co Ltd:** Mr Derek Lee-Amies, BPharm, MPS, has been appointed factory manager; Mr Paul Ainsworth is works manager; and Mr John Dolman quality control manager.

**Booker McConnell:** Sir George Bishop is retiring as chairman in May. The board intends to elect Mr M. H. Caine, at present vice-chairman and chief executive, to succeed him.

**Metal Box:** Mr D. I. Allport has been appointed deputy chairman and continues as managing director. After 27 years with the company he became a member of the main Board in 1973 and has been managing director since 1977.

**Brent and Harrow Area Health Authority:** Dr Peter Noyce has been appointed district pharmaceutical officer to the Harrow Health District, based at Northwick Park Hospital. Dr Noyce is currently a special principal pharmacist in the North West Thames Regional Health Authority, with responsibility for drug information, training and education.

**J. Bibby and Sons:** Mr L. C. Young has been appointed executive chairman in succession to Mr J. B. Bibby, who will remain on the Board as a non-executive director. Mr A. G. Thompson has been appointed managing director of the industrial group, and Mr J. P. Wood, managing director of the agricultural group.

# WESTMINSTER REPORT

## Call to ban drug export to 3rd world

A motion calling for a ban on the export to developing countries of drugs which have been withdrawn in Great Britain was tabled in Parliament last week by two back-benchers, Mr Jack Ashley and Mr Andrew Faulds. At the time of *C&D* going to Press, 30 MPs had signed.

The motion also noted that double standards of medical warnings and advertising are adopted by drug companies selling products to home markets and to developing countries. It urges the Government to investigate the policies and practices of British companies and multi-nationals with branches in Great Britain.

Mr Jack Ashley also asked Mr Roland Moyle, Minister of Health, to list in the Official Report the names of British drug firms who export to developing countries, the medical drugs which have been banned in Great Britain in the last 10 years and the names of British firms or multi-nationals with branches in Great Britain, who export drugs to developing countries which have been banned in Great Britain. Mr Moyle in a written reply said the list of drugs withdrawn from the market would be too expensive to produce and the other information was not available centrally.

The same week as the motion was tabled Social Audit published a book "Insult or Injury" written by Charles Medawa. The book is an inquiry into the marketing and advertising of British foods and drugs in the third world. The chapter on "drugs in developing countries" says that drug companies tend to provide more and more balanced information about their products in the West than elsewhere. It also says the most important part of drug promotion in the third world is sampling.

## Drug costs

Mr Laurie Pavitt asked if the increase in the costs of Septrin, Calium, Penbritin, Intal Co Tryptizol, Indocid, Distalgesic and Aldomet were within the guidelines of the Government's anti-inflation policies. Mr Roland Moyle confirmed that they were.

## Rope soap on NHS?

A request to make "soap on a rope" available on prescription for severely physically handicapped people was made by Mr Lewis Carter-Jones. Mr Alfred Morris, Minister for the Disabled, said that he had drawn the attention of the Disabled Living Foundation to the possible value of this aid. As to it becoming available on the NHS, it would be a matter for the Advisory Committee on Borderline Substances.



# MARKET NEWS

## Turmeric ban off

London, January 31: Offers of Madras turmeric fingers for March-April shipment were received during the week. A ban on whole root exports imposed by India a year ago has now been lifted on the prospects of a better crop this year. Among spices, some grades of Grenada nutmeg are dearer while Cochin ginger continues to ease for shipment.

Botanicals are in reasonable supply despite the strikes, with menthol a possible exception. Where menthol supplies are available they command a premium. Among essential oils East Indian sandalwood fell sharply in the forward position. Also lower are lemongrass, sassafras, anise and Ceylon citronella.

## Pharmaceutical chemicals

**Amylobarbitone:** Less than 100-kg lots £13.51 kg; sodium £14.74.  
**Bulbarbitol:** Acid £18.20 kg; sodium £19.50 kg in 50 kg lots.  
**Bulobarbitone:** Less than 100 kg £16.34 per kg.  
**Caffeine:** BP anhydrous and hydrous. £5.16 kg in 100-kg lots.  
**Cyanocobalamin:** (Per g) £1.78 in 100-g lots. Imported in 1-kg lots £1.60g.  
**Cyclobarbitone:** Calcium £19.11 kg in 25-kg lots.  
**Isoetharine hydrochloride:** £100 kg for 1-kg lots.  
**Opiales:** (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations—Codeine alkaloid £638 to £653 as to make; hydrochloride £488-£562; phosphate £490-£499; sulphate £562. Diamorphine alkaloid £764, hydrochloride £696. Ethylmorphine hydrochloride £623-£639. Morphine alkaloid £709.50-£722, hydrochloride and sulphate £579-£589.  
**Papaveretum:** £390 kg, 5-kg lots £355 kg. Subject to Misuse of Drugs Regulations.  
**Pentobarbitone:** Less than 100-kg £18.59 kg; sodium £19.87.  
**Pethidine hydrochloride:** Less than 10-kg lots £41.64 kg. Subject to Misuse of Drugs Regulations.  
**Phenobarbitone:** in 50 kg lots £11.62 kg; sodium £12.62.  
**Pholcodine:** 1-kg £538 to £543 as to make; 60-kg lots £493. Subject to Misuse of Drugs Regulations.  
**Quinalbarbitone:** Base and sodium in 25-kg lots £21.35 kg.

## Crude drugs

**Agar:** Spanish/Portuguese £6.20-£6.50 kg nominal.  
**Aloes:** Cape £1,000 ton spot, £970, cif. Curacao nominally £2,050 cif.  
**Balsams:** (kg) **Canada:** Easier at £13.10 spot; £12.70, cif. **Copaiba:** No spot £2.95, cif. **Peru:** £9.50 nominal spot; no cif. **Tolu:** £5.50 spot.  
**Belladonna:** (kg) leaves £1.55 spot; herb £1.90 nominal spot, root in powder £1.10.  
**Benzoin:** £153 cwt spot nominal; no cif.  
**Buchu:** Leaves £1.30 kg spot; new crop £1.25, cif.  
**Camphor:** Natural powder £5.40 kg spot, £5.30, cif. Synthetic £1 spot £0.90, cif.  
**Cascara:** £1,000 metric ton spot; £980, cif.  
**Cherry bark:** £1,100 metric ton spot; £970, cif.  
**Cinnamon:** Seychelles bark £480 metric ton spot; £370 cif. Ceylon quills 4 o's £0.64½ lb, featherings £0.16, lb, cif.  
**Cloves:** Madagascar/Zanzibar £4,300 metric ton spot, £3,945, cif.  
**Cochineal:** Tenerife black brilliant £17.50 kg, cif. Peru silver grey £14.40 spot; £14.20, cif.  
**Dandelion:** Spot £1,920 metric ton spot; no cif.  
**Ergot:** Portuguese-Spanish £1.75 spot; £1.65, cif.  
**Gentian root:** £1,700 metric ton spot; £1,670, cif.  
**Ginger:** Cochin £800 metric ton spot; new crop £580, cif. Other sources not quoted.  
**Henbane:** Niger £506 metric ton spot; £1,520, cif.  
**Hydrastis:** No spot, £27 kg nominal cif.  
**Honey:** (per metric ton in 6-cwt drums ex warehouse) Australian light amber £720 and medium £712; Canadian £820; Mexican £715; Argentinian £750 (white).

**Ipecacuanha:** (kg) Costa Rican, spot £11 kg nominal; no cif.  
**Kola nuts:** £480 metric ton spot; £360, cif. April-May.  
**Kola:** Mexican no spot; £1,430 metric ton, cif, nominal.  
**Lemon peel:** Unextracted £1,100, metric ton spot; £1,070, cif.  
**Liquorice root:** Russian £450 spot; £410 metric ton cif, nominal. Block juice £1.50-£1.80 kg spot.  
**Lobelia:** American £1,290 metric ton spot; European £1,220 spot.  
**Lycopodium:** Russian £5.20 kg, cif. Indian £4.50.  
**Mace:** Grenada unsorted \$2,750 metric ton, fob whole \$3,000.  
**Menthol:** (kg) Brazilian £7.50 spot; £7.10, cif. Chinese £6.75 in bond; £6.15, cif.  
**Nutmeg:** (per metric ton fob) Grenada 80's \$2,800 sound unsorted \$2,500; 110's \$2,600, bwb \$1,700.  
**Nux Vomica:** No spot or cif.  
**Pepper:** (metric ton) Sarawak black £1,085 spot, £1,825, cif; white £1,625 spot; \$2,825, cif.  
**Pimento:** Jamaican £1,120 metric ton spot; £1,085.  
**Podophyllum:** Root Chinese no spot; £400 metric ton, cif.  
**Quillaia:** Spot £1,070 metric ton; £1,060, cif.  
**Rhubarb:** Chinese rounds 60 per cent pinky £3.30 kg, spot; £3, cif.  
**Saffron:** Mancha superior £700 kg spot.  
**Sarsaparilla:** Jamaican £1.95 kg spot; £1.90, cif; Mexican £1.67 spot; £1.64, cif.  
**Seeds:** (metric ton, cif, **Anise:** China £830, for shipment. **Celery:** Indian £500, cif. **Coriander:** Moroccan £210. **Cumin:** Turkish £1,200; Iranian £1,400, nominal. **Fennel:** Indian £450; **Fenugreek:** Moroccan £290, Indian £260.  
**Senna:** (kg) Alexandria pods hand-picked from £2 upwards; manufacturing £0.60. Tinnevely f a q leaves £0.46; pods, faq £0.48; hand-picked £0.55.  
**Senega:** Canadian £9.50 kg spot; £9.40, cif.  
**Squill:** Italian white nominal.  
**Styrax:** Turkish natural £4.20 kg spot; £4, cif, nominal.  
**Tonquin beans:** Para £2.90; kg spot £2.70, cif, both nominal.  
**Turmeric:** Madras finger £625 metric ton, cif, March-April shipment.  
**Valerian:** Dutch £1,690 metric ton spot new crop £1,640, cif; Indian £1,090; 1,060, cif.  
**Witch hazel leaves:** £2.15 kg spot; £1.95, cif.

## Essential and expressed oils

**Almond:** Sweet in drum lots £1.35 kg duty paid.  
**Anise:** (kg) Spot £14.50; shipment £14.25, cif.  
**Bay:** West Indian £11.20 kg spot; £10.55, cif.  
**Bergamot:** Scarce, £35 kg indented.  
**Bois de rose:** Spot £6.70 kg; shipment £6.50, cif.  
**Buchu:** South African £120 per kg spot; English distilled £180.  
**Cade:** Spanish £1.40-£1.45 kg.  
**Camphor white:** £0.90 kg spot, £0.83, cif.  
**Cananga:** Indonesia £16.85 kg spot; £15.85, cif.  
**Caraway:** Imported £20 kg spot.  
**Cardamom:** English-distilled £290 kg.  
**Cassia:** Spot £36.50 kg; shipment £33.75, cif, English distilled from bark £160.  
**Cedarwood:** Chinese no spot; £1.25, cif.  
**Cinnamon:** Ceylon leaf £2.40, kg spot; £2.40, cif. Bark, English-distilled £150.  
**Citronella:** Ceylon £1.60 kg spot; £1.40, cif. Chinese £2.40 spot; £2.30, cif.  
**Clove:** Indonesian leaf, £2.35 kg spot; £2.28, cif. English-distilled bud £40.  
**Coriander:** Russian about £20 kg.  
**Eucalyptus:** Chinese £1.75 kg spot; £1.68, cif.  
**Fennel:** Spanish sweet £9.50 kg spot.  
**Geranium:** Bourbon £45 kg spot; and cif.  
**Ginger:** Chinese £46.50 kg spot; £40, cif. Other sources up to £75 spot, English-distilled £120.  
**Lavender spike:** £13.50 kg spot.  
**Lemon:** Sicilian best grades from £15.50 kg in drum lots.  
**Lemongrass:** Cochin £5.50 kg spot nominal; £4.90, cif.  
**Lime:** West Indian £11.20 kg spot.  
**Mandarin:** Spot scarce about £33 kg.  
**Nutmeg:** East Indian £9.65 kg spot; £9, cif.  
**Olive:** Spanish £1.350 per metric ton in 200-kg drums ex wharf; Mediterranean origin £1,330.  
**Orange:** Florida scarce on spot at £0.65-£0.75 kg.  
**Origanum:** Spanish 70 per cent £18.80 kg nominal.  
**Palmarosa:** No spot offers; £13.75 kg, cif.  
**Patchouli:** Chinese £11 kg spot; £9.75, cif.  
**Pennyroyal:** From £10 per kg spot.  
**Pepper:** English-distilled ex black £125 kg, cif.  
**Peppermint:** (kg) Arvensis—Brazilian £4 spot; £3.85, cif. Chinese £3.75 spot and cif. Piperita American from £11 spot; £10.30, cif.  
**Peltigra:** Paraguay spot £5.10 kg; shipment £4.75, cif.  
**Rosemary:** £6 kg spot.  
**Sandalwood:** Mysore £75 kg spot. East Indian £65 spot, £55, cif.  
**Sassafras:** Brazilian £1.90 kg spot; £1.75, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

# COMING EVENTS

## Monday, February 5

**East Metropolitan Branch, Pharmaceutical Society,** Churchhill room, Wanstead Library, Spratt Hall Road, Wanstead, E11, at 8 pm. Miss A. B. Hamilton (district dietitian for West Roding) on "Dietary fibre".

**Stockport Branch, Pharmaceutical Society,** Ashton post graduate medical centre, at 8 pm. Refresher course on "Colostomy management".

## Tuesday, February 6

**Chiltern Region, Pharmaceutical Society,** John Radcliffe Hospital, Oxford, at 8 pm. Evening lecture series on "Common clinical problems". Topics—Preventive health care, pain, rational use of antibiotics, chemotherapy of cancer. Also on February 13, 20 and 27.

## Wednesday, February 7

**Crawley, Horsham & Reigate Branch, Pharmaceutical Society,** Civic Hall, Crawley, Sussex, at 8 pm. Mr J. E. Balford (president of the Society), will talk informally.

**Sheffield Branch, Pharmaceutical Society,** Jessop Hospital lecture theatre, at 8 pm. Dr Keith Jepson (Sheffield police surgeon) on "Drug dependency in relation to the chemist".

**Slough Branch, Pharmaceutical Society,** High Wycombe general hospital, at 8 pm. "The role of publicity in the promotion of the profession". Joint meeting with Bucks Branch.

## Thursday, February 8

**Bradford & Halifax Branch, National Pharmaceutical Association,** Victoria Hotel, Bradford, at 8 pm. Mr G. Urwin (local representative on PSNC) on "A review of current PSNC negotiations".

**Chemical Society, Analytical Division and South Cheshire Branch Pharmaceutical Society,** Queens Hotel, Chester at 8 pm. Mr J. Barnes (staff pharmacist) and Dr A. Stott (principal biochemist) on "Biological values and the influence of drugs".

**Swindon Branch, Pharmaceutical Society,** Room 4, Wyvern Theatre, Swindon, at 8 pm. Dr Dixon (Bath Hospital for rheumatic diseases) on "Rheumatology".

**Thames Valley Pharmacists' Association,** Winthorpe House, Surbiton, Surrey, at 8 pm. A talk by John and Sylvia Pullen on "Antique gold and silver".

## Advance information

**Printing for Packaging,** residential course, March 5-9, White House, University of Sussex. Applications, by February 16, to Institute of Packaging, Fountain House, 1a Elm Park, Stanmore, Middlesex.

**Packaging for Europe Conference,** March 7-9, Hotel Norwich, Norwich. Papers on aspects of processing and packaging distribution and retailing likely to be affected by EEC regulations. Further details from education officer, Institute of Packaging, Fountain House, 1a Elm Park, Stanmore, Middlesex.

**First International Congress of Hair Research,** March 13-16, Hamburg, Germany. "Status and future aspects." Further details from Congress Secretariat, PO Box 600469 D200 Hamburg 60.

**Postgraduate course in cosmetic science,** March 25-31, Palace Court Hotel, Bournemouth. Further details from Society of Cosmetic Chemists, 56 Kingsway, London WC2. Registration before March 14.

**Royal Society of Health Congress '79,** March 27-30, Congress Theatre, Winter Garden, Eastbourne. Subjects include: occupational health services for NHS staff; aspects of geriatric care; a national policy for nutrition and alcoholism. Further details from RSH, 13 Grosvenor Place, London SW1.

**Counter-prescribing course, Mersey Region, Pharmaceutical Society,** April 20-22. Residential/non-residential weekend, Burton Manor adult education centre. Further details from Mrs P. E. Jones, 45 Wicks Green, Formby, Merseyside.

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**X2—NORTH EAST COAST**—family business operated from double fronted freehold shop. Turnover for 1977 £100,225, and dispensing around 2200 scripts per month. Property for sale at £7,000, fixtures and fittings £2,250 and offers are invited for goodwill around £10,000 together with stock at valuation.

**X3—NORTH EAST TOWN**—family business operated from busy shopping area. Turnover for 1977 £104,010 and dispensing around 1500 scripts per month. Property for sale at £17,000, fixtures and fittings £3,250 and offers are invited for goodwill around £12,500 together with stock at valuation.

**X4—YORKSHIRE DALES**—Old fashioned business with scope for development. Freehold property to be sold with living accommodation soon available. Turnover to year March 1978 £48,668. Good trading site. Will sell for value of property £22,500 plus stock at valuation.

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**X5—LIVERPOOL AREA**—Long established family business in attractive suburb dispensing approximately 1900 scripts per month and turnover year to August 1978 £60,762. Property for sale at £10,000, fixtures fittings and goodwill £3,500. The stock at valuation can be adjusted to suit purchaser approximately £10,000.

**X6—SOUTH LONDON**—Well established family business. Turnover 1978 £52,000 with average of 1300 scripts per month. Two bedroomed living accommodation and shop on lease. Goodwill £6,500, fixtures and fittings £2,500 plus stock approximately £7,000.

**X7—NORTH COUNTRY** beauty spot—retirement vacancy, turnover approximately £40,000, freehold property with spacious living accommodation for sale at £18,000. Stock approximately £4,500. Suit semi retirement.

**X8—SHEFFIELD**—Retirement vacancy. Turnover approximately £44,000 showing good increase. 1,450 scripts per month. 5.30 p.m. closing. Freehold property £9,000. Stock and fixtures at valuation approximately £3,500.



# Ernest J. George

& CO

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